

## Northland Educational Field Trip

Through practical experience and gaining an understanding of successful farming methods and practices, this project is increasing productivity in Te Taitokerau, Northland.

### Challenge

The challenge of increasing capability and capacity is amplified by the geography and isolation of Te Taitokerau.

### Solution

The Northland Educational Field Trip provides an opportunity for 30 leaders from beef and lamb farms across the region to visit farmers who have achieved increased returns and benefits from their land, and meet with those who have formed joint ventures among different iwi and private commercial farmers. In doing so, they'll get an understanding of successful methods and practices, develop relationships, and increase capacity to develop productivity of their assets.

## Key Facts

**MPI's involvement:** March to June 2015

**MPI funding or support:** Six sponsors are contributing \$5,000 each to the Field Trip, with a \$750 contribution from each farm. MPI is providing advisory services and event co-ordination.

**Partners:** Te Hiku Iwi; Silver Fern Farms; Beef and Lamb NZ; PGG Wrightson; ASB; Cervus Equipment; Pioneers (Brand Products)

**Location:** Māori farmers across Te Taitokerau (Northland)



# Te Komiti 1A1 Ahu Whenua Trust

**A partnership approach will help to build the capability, skills, and knowledge to sustainably grow the Te Komiti Trust's land.**

### Challenge

Te Komiti 1A1 is an Ahu Whenua Māori Land Trust which owns 100 hectares of land in Tinopai, Northland. Māori face unique barriers when developing their primary sector assets. The Trust's challenge is to farm the land themselves, ensure the land keeps its value, and provide opportunities for shareholders to up-skill in agriculture so that employment and career opportunities can be established for this generation and future generations to come.

### Solution

Te Komiti Trust has partnered with MPI to sustainably grow the productivity of their land. MPI will help the Trust build its capability, skills, and knowledge, and deliver increased economic returns from their assets.

## Key Facts

**MPI's involvement:** March to August 2015

**MPI support:** MPI will work in partnership with Te Komiti and provide advisory services

**Partners:** Te Komiti 1A1 Ahu Whenua Trust

**Benefits:** Increased skills, understanding and capability in farming; Increased economic return from the Trust's assets; Better decision making about operational matters relating to the land; Development of clear strategic plan to inform business planning



# Northland Dairy Conversion

**A dairy conversion established by pulling together a large number of stakeholders into a larger and more commercially effective farming operation.**

### Challenge

Māori face unique barriers when developing their primary sector assets:

- » consolidating multiple owners;
- » achieving the economic scale needed to support profitable agribusinesses; and
- » developing the capability to grow productivity and profitability.

### Solution

MPI has been working with ORT since 2012 to accelerate the Trust's transformation of 278 hectares of Māori-owned land, from grazing to high productivity dairy farming.

### Outcomes

A fully functioning dairy farm and a model that will act as an exemplar for other Māori who are looking to increase productivity in their primary sector assets.

Increase in sector collaboration.

Increase in technical capability.

## Key Facts

**MPI's involvement:** October 2012

**MPI Funding:** \$71 400 and advisory services.

**Partners:** Omapere Taraire E & Rangihamama X3A Ahu Whenua Trust (ORT)

**Economic Benefits:** Increase milk solid production from 180 000kgMS to 230 000kgMS over three years

**Tribal Affiliation:** Nga Puhi





## MĀORI AGRIBUSINESS

# Tuhono Whenua orchard productivity project

**Tailoring services for Māori kiwifruit growers to increase productivity and profitability across the sector.**

### Challenge

Lifting the productivity and profitability of collectively owned Māori kiwifruit orchards from average to top performance.

### Solution

MPI partnered with the Federation of Māori Authorities, Callaghan Innovation and Te Awanui Hukapak and Ngai Tukairangi Trust on a “proof of concept” project in three regions to provide mentoring support, technical advice and productivity plans. MPI has approved a Sustainable Farming Fund (SFF) grant for three years to expand the project.

### Outcomes

- » Increased production and profitability.
- » Information sharing across the sector.
- » Increase in technical capability.
- » Tuhono Whenua Horticulture Ltd – a Māori managed business to ensure the project is sustainable for the long term

## Key Facts

**Aim:** performance increase of more than \$10 000 per hectare

**MPI Funding:** \$83 500 (proof of concept project) + \$397 160 (SFF extension project) = \$480 660

**Partners:** Federation of Māori Authorities

**Economic Benefits:** Increase orchard returns by \$2 million per year

## MĀORI AGRIBUSINESS

# Ahuwhenua Trophy Competition – BNZ Māori Excellence in Farming Award

Entries to the 2015 Ahuwhenua Trophy Competition BNZ Māori Excellence in Farming Award are now open.

MPI is a major sponsor of the Ahuwhenua Trophy, providing the perfect opportunity to acknowledge and celebrate Māori excellence in farming and the significant role Māori play in New Zealand's primary industries.

- » Māori agribusiness is a major contributor to New Zealand's primary sector, and the wider New Zealand economy.
- » That's why MPI is committed to working with Māori to grow the sustainable productivity of their primary sector assets.
- » The Ahuwhenua Trophy competition celebrates business excellence in New Zealand's pastoral sector, alternating each year between dairy and sheep & beef. The 2015 competition is for Māori sheep and beef farmers.
- » As a major sponsor of the Ahuwhenua Trophy, MPI acknowledges and celebrates the significant role Māori play in New Zealand's primary industries.
- » The Ahuwhenua Trophy Competition showcases real farms delivering the sort of tangible outcomes that MPI is supporting other Māori land owners to realise.
- » The finalists this year are all exemplar models for growing rural economic development. The innovation of these finalists to pull together smaller land holdings into larger more commercially effective operations furthers the wider growth of Māori agribusiness, with governance frameworks which enable successful farming operations.





## MĀORI AGRIBUSINESS

# 2014 Ahuwhenua Finalist: Putauaki Trust – Himiona Farm

A 177 hectares milking platform made up of an original 57 hectares barely economic Māori-owned land block and 14 neighbouring Māori-owned lease blocks.

“Significant cultural and spiritual value. Trust and owners enduring commitment to reacquire their traditional homeland, acre by acre, for as long as it takes”.

### Challenge

A 57 hectares farm severely limited in economic viability, which was surrounded by a number of small land blocks owned by whānau and scattered throughout the Rangitikei Plains. The furthest block milked is 3.5 km away.

### Solution

Acquire leases from the surrounding smallholdings and build up the milking platform to 177 hectares. What has resulted is a transformation from a marginal farming operation to a farm that over the last eight years has tripled its size on the back of leases of whanau land, providing:

- » increased scale for better utilisation;
- » higher lease returns for landowners;
- » significant increase in the profitability of the Trust.

## Key Facts

**Achievement:** Running 570 Friesian/ Jersey-cross cows on 177 hectares

**Milk production:** On target to produce 230 000 kgMS this season

**Economic Benefits:** Equity growth to \$5.24 million over last three years. A dividend increase from \$100 to \$230 per share over 8 years

**Tribal affiliation:** Te Pahipoto, Ngāti Awa

**Shareholders:** 700 approx.



## MĀORI AGRIBUSINESS

# 2014 Ahuwhenua Winner: Te Rua o Te Moko Ltd

Kingi Smiler, Ahuwhenua Trophy management committee Chairman.

“A shining example of the way small Māori trusts were co-operating to create economically viable enterprises”.

Four separate Māori trusts and a treaty settlement property working together to create an economically viable and environmentally sustainable dairy operation.

### Challenge

Four separate Ahuwhenua trust land-blocks and a treaty settlement property – individually leased and limited in economic viability – just north of the Taranaki township of Hawera.

### Solution

Bring together the resources of the five land blocks to achieve an economically viable and environmentally sustainable dairy operation. This included:

- » feasibility study and governance and management structure development;
- » Office of Treaty Settlements (OTS) negotiation for land block under live negotiation;
- » implementing a herd acquisition programme; and
- » training operation established for descendants of owners and other local Māori.

## Key Facts

**Achievement:** 170 hectares of flat rolling ash soils, milking 500 cows

**Number of shareholders:** 1100 approx

**Profit:** Operating profit has been above the North Island benchmark for the last three years

**Milk production:** In excess of 200 000 kgMS or 1176 kgMS/ha this season

**Tribal affiliation:** Ngā Ruahine



## MĀORI AGRIBUSINESS

# 2014 Ahuwhenua Finalist: Ngāti Awa Farms Ltd – Ngakauroa Farm

20 000 shareholders under 6 entities coming together to produce a 186 hectares milking platform and 46 hectares of supplying run-offs.

### Challenge

Bring together multiple Ngāti Awa Trusts to create a financial investor base for a dairy farm platform and providing an opportunity for other Māori and land trusts to join the venture.

### Solution

A Joint Venture over Ngakauroa Farm and the development of strong working relationships between the various partner Ngāti Awa entities. This enabled the collective group to share resources, collectivise land interests, achieve economies of scale and develop a collaborative approach to further investment opportunities.

The Ngāti Awa Cadetship Programme is another benefit to come from this Joint Venture, which will eventually see Ngāti Awa farms managed by Ngāti Awa descendants.

## Key Facts

**Achievement:** Running 620 Friesian cows on a 186 hectare milking platform

**Number of shareholders:** 20 000

**Milk production:** Aims to produce 240 000 kgMS this year

**Economic Benefits:** Operating profit was \$2,634/ha, with a profit margin of 42.7%

**Tribal affiliation:** Ngāti Awa